

Message Text

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PAGE 01 STATE 215881
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INFO OCT-01 AF-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BED/OIM/AF/MLMANLEY/BWS
APPROVED BY EB/OCA:RALVAREZ
COM/BED/OIM/AF/MMILES
COM/BED/OIM/EM/EOOLSEN
STATE/AF/E/KWAUCHOPE (INFO)

-----102731 250222Z /64

P 242128Z AUG 78
FM SECSTATE WASHDC
TO AMEMBASSY KHARTOUM PRIORITY

UNCLAS STATE 215881

E.O. 11652: N/A

TAGS: BTRA, SU

SUBJECT: BUSINESS VISITORS: COLGATE PALMOLIVE

1. ALBERT J. HAWKES, DIRECTOR, INTERNATIONAL BUSINESS DEVELOPMENT, AND JAI RAGHAVAN, BUSINESS CONSULTANT OF COLGATE PALMOLIVE CO., NEW YORK WILL ARRIVE KHARTOUM SEPTEMBER 15 ON SEPARATE FLIGHTS. HAWKES WILL ARRIVE AT 2330 AND RAGHAVAN AT 0500 HOURS. HAWKES WILL BE AT HILTON UNTIL SEPTEMBER 19 AND RAGHAVAN THROUGH SEPTEMBER 22.

2. PURPOSE OF VISIT IS TO EXPLORE TOOTHPASTE MARKET EXPANSION OPPORTUNITIES AND POSSIBLE ESTABLISHMENT OF COLGATE SUBSIDIARY.

3. ACCORDING TO HAWKES, SHIBEIKA (COLGATE'S LOCAL CONTACT) HAS SCHEDULED SEPTEMBER 15 APPOINTMENT FOR RAGHAVAN WITH ECONOMIC/COMMERCIAL OFFICER. POST'S ASSISTANCE TO RAGHAVAN IN ARRANGING HAWKES' APPOINTMENTS WITH MINISTERS
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OF FINANCE AND INDUSTRY AND OTHER HIGH LEVEL DECISION MAKERS POST RECOMMENDS IS REQUESTED.

4. FACILITATIVE SERVICE TO RAGHAVAN WHO WILL BE CONDUCTING MARKET STUDY ALSO WOULD BE APPRECIATED.

5. HAWKES WOULD LIKE TO CALL ON AMBASSADOR BERGUS ON

SEPTEMBER 18 TO REPORT RESULTS OF HIS GOS MEETINGS.

6. ACTION REQUESTED: HAWKES DEPARTING UNITED STATES
SHORTLY FOR AFRICA AND WOULD LIKE TO KNOW ASAP IF GOS
DECISION MAKERS WILL BE AVAILABLE. ALSO, WILL E/C
OFFICER BE ABLE TO BRIEF HAWKES AT HILTON BREAKFAST ON
SEPTEMBER 16 AND/OR ACCOMPANY HIM ON WEEKEND ROUND OF GOS
APPOINTMENTS? CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 24 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE215881
Document Source: CORE
Document Unique ID: 00
Drafter: BED/OIM/AF/MLMANLEY/BWS
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780347-0913
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780826/aaaaavvn.tel
Line Count: 70
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: cf4c105c-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1629447
Secure: OPEN
Status: NATIVE
Subject: BUSINESS VISITORS: COLGATE PALMOLIVE
TAGS: BTRA, SU
To: KHARTOUM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/cf4c105c-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014